

ENTREPRENEURSHIP

Owning and managing a business is the goal of many Americans. This event recognizes FBLA members who demonstrate the knowledge and skills needed to establish and manage a business. This event is based on team rather than individual participation. In addition to learning and applying business decision-making skills, team participants develop speaking ability and poise through oral presentations.

ELIGIBILITY

Each district may enter a team composed of three members, one of which may return another year. If one member of the winning district team cannot attend the state conference, a substitute is allowed. (See policy pages regarding competitive events.) The participants must qualify as active FBLA members to be eligible for this event.

REGULATIONS

1. An entry form must be postmarked no later than March 17.
2. Only one of the three team members may have entered this event at a previous State Leadership Conference.
3. A participant who fails to report on time for the event may be DISQUALIFIED.
4. Participants must adhere to the dress code approved by the executive council.

PROCEDURES

Written Test

1. Participants report to the supervisor administering the written test at the location designated in the program five minutes prior to starting time.
2. One hour is allowed for the event including the giving of instructions and distribution and pickup of tests.
3. Team members will take one test cooperatively.
4. The test may consist of questions on a business plan, community/business relationships, legal issues, initial capital and credit, personnel management, financial management, marketing management, taxes, and government regulations.
5. Scratch paper is furnished.

Entrepreneurship Continued

6. Participants are responsible for furnishing their own #2 pencils and erasers for this event.
7. Participants are identified by the district they represent.
8. One or more local chapter advisers serve as supervisors to ensure that the above procedures are followed and completed.
9. The seven teams ranking highest on the written test proceed to the performance phase of the event.

PERFORMANCE

1. Entrepreneurship teams will draw for a performance time. Drawing time is listed in the program.
2. Participants report to the supervisor of the event at the location designated in the program 20 minutes prior to the performing time. Upon reporting a designated team member will receive three copies of the problem (case study). The remainder of the time may be used in preparation. No reference materials or visual aids may be brought to or used during the preparation or performance. Each participant will be provided two 4" x 6" index cards that may be used during the preparation and performance of the oral segment of the event. Information may be written on both sides of the note cards. The cards must be returned to the event administrator following the team's presentation.
3. The case study will consist of a problem encountered by entrepreneurs in one or more of the following areas: business planning, human relations, financial management, and marketing. All of the questions raised in the case must be addressed during the oral presentation.
4. One team member should introduce the team and describe or summarize the case study. All team members must participate in the presentation. The team members will be allowed to use their note cards in explaining their decisions and rationale to the judges.
5. Based on the time beginning with the introduction of team members and the presentation of the case study to the judges, 10 minutes is allowed for each team's performance. The timekeeper stands at the end of 7 minutes to indicate that 3 minutes remain. A deduction of five points will be made for presentations over ten minutes.
6. Judges will be permitted to question team members following the performance. If judges do question team members, the questioning session can last no longer than 5 minutes.
7. One or more local chapter advisers serve as supervisors to ensure that the above procedures are followed and completed.

Entrepreneurship Continued

JUDGING

Written Test

The written test will be machine graded.

Ties will be broken based on the time the team's test was submitted.

The team with the highest team test score on the written test is given the highest rank. The highest rank is one.

Graded papers are NOT returned to advisers or participants.

Performance

Judges complete a rating sheet on each team following its performance.

Penalty points are deducted from the judges' ratings before the winners are determined.

Each of the judges assign a rank to each team. The ranks for each team are totaled. The team with the highest rank is the winner of the performance phase of the event.

Final Rank

Places one to seven are determined by weighting the team test rank one-fourth and the team performance rank three-fourths.

Should there be a tie, the team with the highest test rank is the winner.

AWARDS

Plaques are presented to the winners of first through fifth places as long as finances are available. Certificates are presented to sixth and seventh place winners.

REPRESENTATION AT NATIONAL

The first place team in this event is entitled to represent the state chapter at the National Leadership Conference.

If any member of the first place team is unable to attend the National Leadership Conference, the state adviser selects a replacement—preferably from individuals on the teams placing second, third, fourth, or fifth in the order of their ranking.

ENTREPRENEURSHIP

Rank the participants within a first to last order. No ties.

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Problem is understood and well-defined	0	1 - 5	6 - 10	11 - 15	
Alternatives are recognized with pros and cons stated and evaluated	0	1 - 5	6 - 10	11 - 15	
Logical solution is selected with positive and negative aspects of its implementation given	0	1 - 5	6 - 10	11 - 15	
Anticipated results are based on correct reasoning	0	1 - 5	6 - 10	11 - 15	
Demonstration of ability to effectively answer questions	0	1 - 3	4 - 7	8 - 10	
Explanation of the Case					
Thoughts and statements are well-organized and clearly stated; appropriate business language is used	0	1 - 5	6 - 10	11 - 15	
Team members are forceful and show self-confidence, poise, and good voice projection	0	1 - 3	4 - 7	8 - 10	
All team members participate actively during the presentation	0	1 - 2	3 - 4	5	

Presentation Points

/100 max.

Time Penalty Deduct five (5) points for presentations over ten (10) minutes. Time:

Dress Code Penalty Deduct five (5) points when dress code is not followed.

Total Score

/100 max.

Written test score to be used only in the event of a tie.

Verification of total score (initials)

_____ Event Supervisor

_____ Event Supervisor

RANKING SHEET - MISSOURI FBLA

ENTREPRENEURSHIP DISTRICT AND STATE FINAL

NAME OF PARTICIPANTS/SCHOOL	TEST RANK	PERFORMANCE RANK	PERFORMANCE RANK	PERFORMANCE RANK	TOTAL (add the ranks)	FINAL RANK (Smaller number wins)
1.						
2.						
3.						
4.						
5.						
6.						
7.						

The test rank counts $\frac{1}{4}$ and the performance rank counts $\frac{3}{4}$, as stated in the guidelines.

In the event of a tie, the tie will be broken by awarding the team with the highest rank on the written test as the winner. (Test rank is determined by ranking the average team test score.)